



KEEPING
YOUR FARM
RUNNING

SOVEREIGN

TotalCareMax
Rural
Continuity

SOMETHING TO THINK ABOUT

Farmers have a unique work environment and, therefore, need a unique form of insurance. When you work and live in the same place, along with your family, a threat to the farming operation is also a threat to your home life.

WHAT IS RURAL CONTINUITY?

Rural Continuity can provide a monthly payment to safeguard the future of your farm or sharemilking business* should you become disabled as a result of an accident or ill health and be unable to continue farming for more than 10 hours a week, providing you are not working in any other business.

It's designed to meet the needs of farmers and their partners who also work on the farm, as well as sharemilkers.

* you must own, part-own or lease the farm or the herd

WHAT DOES IT OFFER YOU?

- › **Simplicity:** As your farm has variable cash flows, there is minimal requirement for proof of financial income. We've kept the application process simple so you are not tied up in paperwork.
- › **Certainty:** You have peace of mind knowing that Rural Continuity is based on a simple 'agreed value' sum assured. You choose the amount of cover you require: up to 35% of your farm or sharemilking turnover, to a maximum of \$10,000 per month.
- › **Optional ACC offsets:** If you have an accident or illness, we won't offset your claim benefit payment by any ACC payments you may be entitled to. However, you can reduce your premiums if you choose to offset ACC payments.
- › **Optional Partial Disability Income:** This benefit provides additional income if you are, owing to a continuation of the disability, unable to work more than 20 hours per week after you have been totally disabled for a period of at least two weeks.
- › **Optional Peak Season benefit:** You can choose to extend your cover and increase your monthly benefit payments by 25% to help keep your farm running at busy times of the year or when you need it most (a pre-nominated three-month period).
- › **Optional add-on – Specialist and Diagnostic testing:** This option gives you the freedom to select the best specialist available when it is convenient for you, helping you to avoid a long wait for essential treatment.
- › **Optional add-on – Business Income Support:** The addition of Business Income Support means you have peace of mind with cover up to the age of 65. This benefit also provides world-wide cover.

GIVING YOU ADDED CONFIDENCE

Rural Continuity can protect you financially, helping keep your farm running and in good shape for the next generation.

WHY RURAL CONTINUITY?

CHOICE OF PAYMENT PERIOD

You can choose the length of time you receive a benefit – 6, 12 or 24 months. The shorter the payment period, the cheaper your premium.

Why it is important

This provides you with a means to lower your premiums.

CHOICE OF WAITING PERIOD

The benefit is payable only after a waiting period of 4, 8 or 13 weeks.

Why it is important

You choose how long you wish to cope without the extra income.

OPTION TO ALLOW ACC OFFSETS

You can choose whether your benefit payment is reduced by the amount of ACC payments you receive or are entitled to receive.

Why it is important

This provides you with a means to lower your premiums.

WAIVER OF WAITING PERIOD

Should you suffer a recurrence of the same total disability within six months of your benefit ceasing, we will waive the waiting period and accept your claim.

Why it is important

If you have a relapse and your claim is accepted, you will not be disadvantaged as eligibility for the benefit starts immediately.

WAIVER OF PREMIUM

If you are on claim, we will waive your premiums, leaving your cover active.

Why it is important

Your insurance cover remains intact. Even though you are disabled, you will still need to cover the cost of your life insurance and other cover.

* Terms and conditions apply – refer to your policy document for details.

OPTIONAL ADD-ON BENEFITS

You can extend your Rural Continuity cover with the following options.

PARTIAL DISABILITY INCOME

This benefit provides for additional income if, owing to a continuation of the disability, you are working less than 20 hours per week and have been totally disabled for a period of at least two weeks.

Why it is important

You receive a reduced income as you make a return to full-time work.

PEAK SEASON BENEFIT

If you are on claim during the pre-nominated three-month peak season period, you receive an additional 25% of the monthly benefit.

Why it is important

You can hire additional labour to cover your farm's busy period.

SPECIALIST AND DIAGNOSTIC TESTING

This benefit gives you the freedom to select the best specialist available and helps you to avoid a long wait for essential treatment. Included is the Best Doctors® service, which provides additional advice on critical, chronic and degenerative conditions once you have seen a specialist.

Why it is important

This benefit allows reimbursement for medically necessary specialist consultations and diagnostic procedures.

BUSINESS INCOME SUPPORT

Should you suffer a serious accident or critical illness that means you are unable to work long term, you will need cover additional to the Rural Continuity benefit. This add-on provides cover to age 65.

Why it is important

Your Rural Continuity benefit provides the perfect short-term cover while you are on the farm. However, in the event of an accident or illness, you may need to sell up and leave your farm.

With the addition of Business Income Support, you have cover for the long term.

* Terms and conditions apply – refer to your policy document for details.

THE FACTS

\$51m

The cost of farm injuries to New Zealand in 2008/2009 was in excess of \$51 million.¹



Every day, nine New Zealanders are injured on a farm.¹

There are more than 63,000 farms in New Zealand, employing in excess of 135,000 New Zealanders.²

About

40%

of dairy farmers operate with sharemilkers.³



Each year, 16 New Zealanders die on farms as a result of their injuries.¹

Sources

- 1 ACC statistics 2010
- 2 Statistics New Zealand
- 3 (www.dairynz.co.nz/file/field/27053)

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PROTECTING WHAT MATTERS MOST

WHY SOVEREIGN?

Our passion for service excellence coupled with our proven financial strength makes Sovereign New Zealand's leading life insurer.

In times of uncertainty, it's good to know who you can trust. Sovereign has an A.M. Best financial strength rating of A+ (Superior)*, and year on year we pay out more claims than any other New Zealand life insurance provider.

As a values-based company, we believe in putting people first. That means not only our customers but also our staff and the wider community.

We're building a sustainable long-term business, to ensure we're there for our customers today, and for generations to come.

So, no matter how life changes, you can depend on Sovereign.

* Given by A.M. Best Inc., an approved insurance rating agency. A copy of the scale, of which this rating forms part of, is available from Sovereign.

SOVEREIGN

OTHER THINGS YOU SHOULD KNOW The availability of insurance cover is subject to your application being approved. All applications are subject to individual consideration. Special conditions, exclusions and premium loadings may apply. This insurance is underwritten by Sovereign Assurance Company Limited ('Sovereign'). For full details of the products and benefits offered by Sovereign, please refer to the policy document(s) which are available from Sovereign. Sovereign, the policy insurer, is part of the Commonwealth Bank of Australia Group and is a related company of ASB Bank Limited and its subsidiaries ('the Banking Group'). None of the Banking Group, the Commonwealth Bank of Australia, any of their directors, or any other person, guarantees Sovereign or its subsidiaries, or any of the products issued by Sovereign or its subsidiaries. The information contained in this publication is general in nature and is not intended as advice. It may not be relevant to individual circumstances and before making any insurance decision, you should consult a professional adviser. Copies of our disclosure statements are available on request, free of charge.